

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 FRB-03 INR-07

NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01 LAB-04

SIL-01 OMB-01 EA-06 /055 W

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 9525

INFO USDOC WSASHDC

AMEMBASSY VIENNA

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USDOC FOR BEWT/DOWNEY

VIENNA FOR EWTC

E.O. 11652 N/A

TAGS: EGEN UR

SUBJ: FTO OFFICIAL IMPLIES CONTRACTS BEING STEERED AWAY FROM US FIRMS

1. DURING CALL AT FTO ELEKTRONORGTEKHNIKA BY MARKET RESEARCH OFFICER WHALEN, ARRANGED WITHIN FRAMEWORK JOINT COMMERCIAL COMMISSION WORKING GROUP ON INFORMATION EXCHANGE, FTO VICE PRESIDENT ARKHAROV MADE VERY POINTED REFERENCE TO "POLITICAL RESTRICTIONS" WHICH ARE "SPOILING NORMAL COMMERCIAL RELATIONS" WITH US FIRMS. ARKHAROV WENT SO FAR AS TO STATE THAT "OUR CUSTOMERS ARE NOW PLACING ORDERS WHICH SPECIFY PURCHASE IN WESTERN EUROPE OF JAPAN" BECAUSE OF "DISAPPOINTMENT WITH TRADE RELATIONS WITH US."

2. COMMENT: ARKHAROV'S COMMENTS ON "POLITICAL RESTRICTIONS" WERE MADE DESPITE INTRODUCTORY EXPLANATIONS BY WHALEN AND COMMOFF THAT MARKET RESEARCH STUDY WAS CONCERNED ONLY WITH STRICTLY COMMERCIAL FACTOR. THIS LINE IS CONSIDERABLY AT VARIANCE WITH WHAT EMBASSY HAS BEEN HEARING AT FTOS
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AND MINISTERIES INCLUDING FOREIGN AFFAIRS AND FOREIGN TRADE

MINISTRIES, I.E., DESPITE MFN AND CREDIT PROBLEMS, WE
HOPE U.S. BUSINESS REPRESENTATIVES WILL NOT DRAW
INACCURATE CONCLUSION THAT CONTRACTS WILL BE WITHHELD
FROM AMERICAN FIRMS. FURTHERMORE, EMBASSY DOUBTS ARKHAROV'S
COMMENTS SHOULD BE TAKEN AS INDICATION OF ANY NEW SOVIET POSITION
AGAINST "BUY AMERICAN". RATHER, IT IS LIKELY THAT IN ABSENCE
CLEARLY SPELLED-OUT DIRECTIVE FROM CENTER INDIVIDUAL FTOS ARE
INTERPRETING FOR THEMSELVES WHAT THEY BELIEVE TO BE OFFICIAL
SOVIET REACTION TO MFN/CREDITS IMPASSE.
STOESSEL

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Message Attributes

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Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
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